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(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 0322)

#### PRESENTATION ON 2015 ANNUAL RESULTS

A presentation in relation to the results of Tingyi (Cayman Islands) Holding Corp. and its subsidiaries for the year ended 31 December 2015 is appended to this announcement.

By order of the Board

Tingyi (Cayman Islands) Holding Corp.

Ip Pui Sum

Company Secretary

Hong Kong, 22 March 2016

As at the date of this announcement, Mr. Wei Ing-Chou, Mr. Junichiro Ida, Mr. Wu Chung-Yi, Mr. Nagano Teruo, Mr. Wei Hong-Ming and Mr. Koji Shinohara are executive Directors of the Company. Mr. Hsu Shin-Chun, Mr. Lee Tiong-Hock and Mr. Hiromu Fukada are independent non-executive Directors of the Company.

\* For identification purposes only

website: http://www.masterkong.com.cn

http://www.irasia.com/listco/hk/tingyi

# 康師傅控股

# Tingyi Holding Corp. 2015 Annual Results 22 March 2016

**Hong Kong** 

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## **Contents**

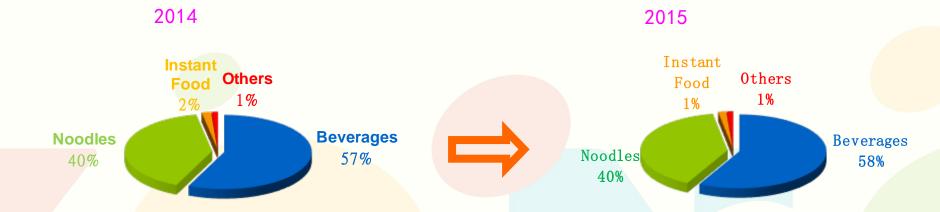
- **≥** 2015 review
- > Financial highlights
- **►** Market shares
- **▶** Distribution network
- > Production summary

### 2015 – Sales & Profit

US\$ million	2015	2014	Change%
Turnover	9,103	10,238	-11.09
Gross Profit	2,900	3,118	-6.99
Gross Margin	31.86%	30.46%	1.40ppt.
EBITDA	1,039	1,149	-9.64%
Profit	281	485	-41.93
Profit attributable to owners of the Company	256	400	-35.99
EPS (US cents)	4.57	7.15	-2.58 US cents
Dividends per share	2.29	3.57	-1.28 US cents

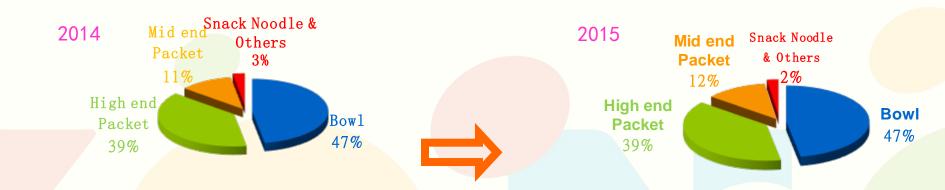
## **Turnover by Products**

US\$ million	2015	2014	Change%
Instant Noodles	3,613	4,138	-12.69
Beverages	5,244	5,801	-9.60
Instant Food	137	179	-23.43
Others	109	120	-9.57
Total	9,103	10,238	-11.09



## **Instant Noodle Sales by Products**

US\$ million	2015	2014	Change%
Bowl	1,707	1,960	-12.93
High end Packet	1,391	1,601	-13.10
Mid end Packet	434	470	-7.61
Snack Noodle & Others	81	107	-24.38
Total	3,613	4,138	-12.69

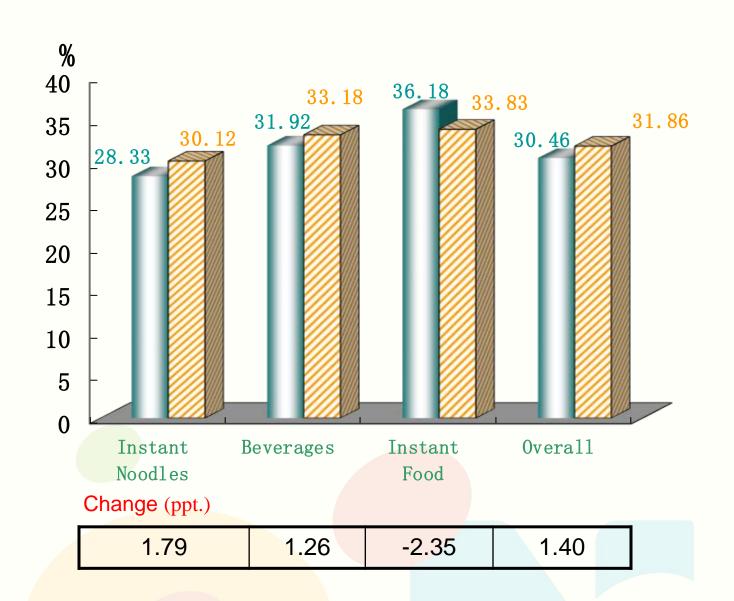


## **Beverage Sales by Products**

US\$ million	2015	2014	Change%
Tea	2,189	2,330	-6.06
Water	963	1,134	-15.06
Juice	772	964	-19.83
Carbonated drinks and Others	1,320	1,373	-3.89
Total	5,244	5,801	-9.60



## **Gross Margin by Products**



**■** 2014

**№** 2015

# **EBIT by Products**

US\$' 000	2015	2014	Change%
Instant Noodles	341,973	424,641	-19.47
Beverages	147,407	258,382	-42.95
Instant Food	-21,423	-18,585	-15.27
Others	19,736	21,415	-7.84
EBIT	487,693	685,853	-28.89

## **Profit**

US\$' 000	2015	2014	Change%
Instant Noodles	273,922	360,388	-23.99
Beverages	40,855	153,952	-73.46
Instant Food	-21,368	-17,449	-22.46
Others	-11,925	-12,142	1.79
Profit	281,484	484,749	-41.93

### Financial Position

As at 31/12/2015

As at 31/12/2014

*ROA (Annualized)	5.51%	7.78%
*ROE (Annualized)	8.63%	13.54%
Current Ratio	0.68	0.64
Gearing Ratio	0.49	0.48
A/R Turnover /Days	9.46	8.89
Finished Goods Turnover/Days	10.87	11.73

### At 31/12/2015, Cash and cash equivalents was US\$1.024 billion

\*ROA: EBIT to average total assets

\*ROE: Profit attributable to equity holders of the Company to average net assets

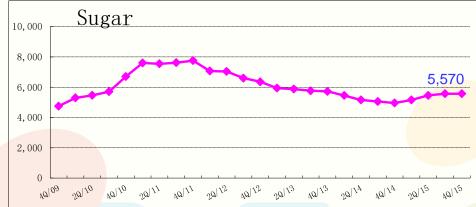
### **Material Price**

#### RMB/Ton



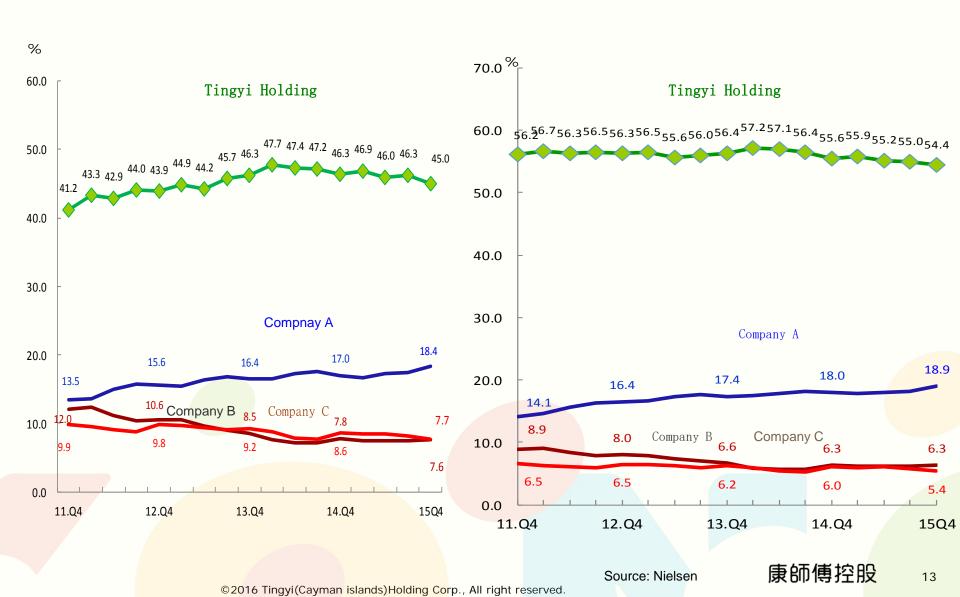






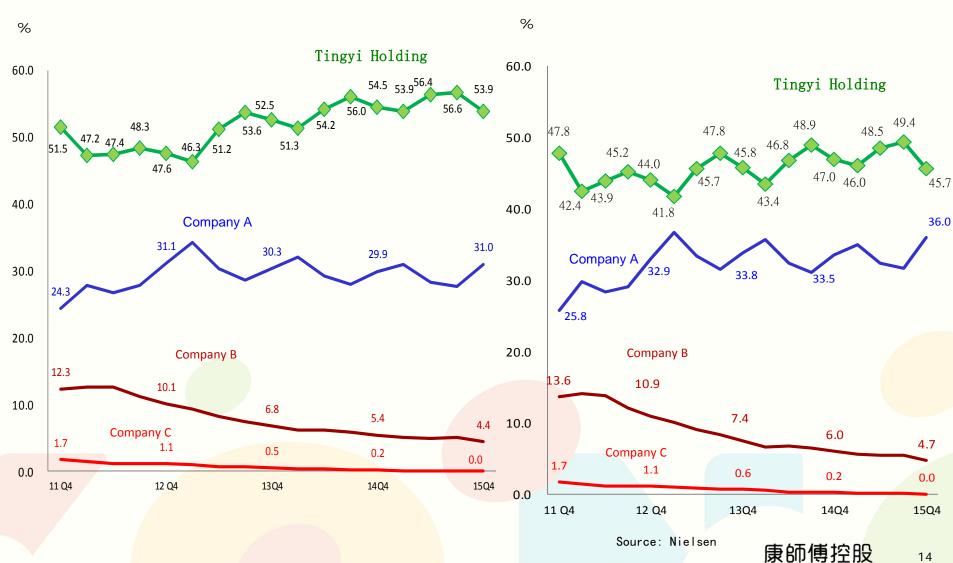
### Instant Noodle Market Share-by Volume

### Instant Noodle Market Share-by Value



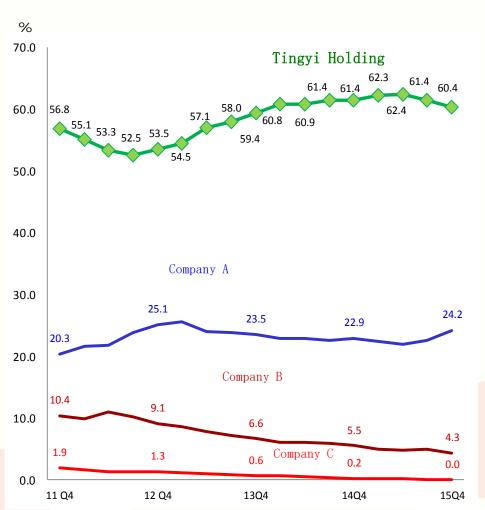
### RTD Tea Market Share-by Volume

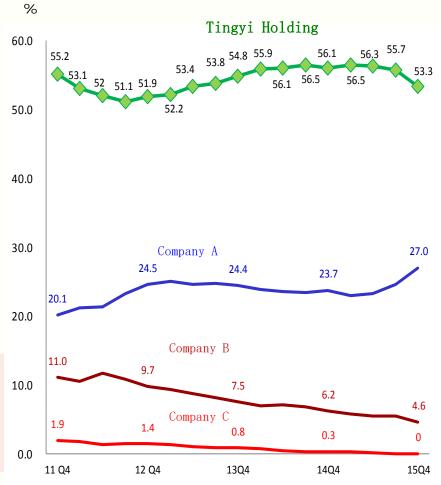
#### RTD Tea Market Share-by Value



#### RTD Tea (no milk tea) Market Share-by Volume

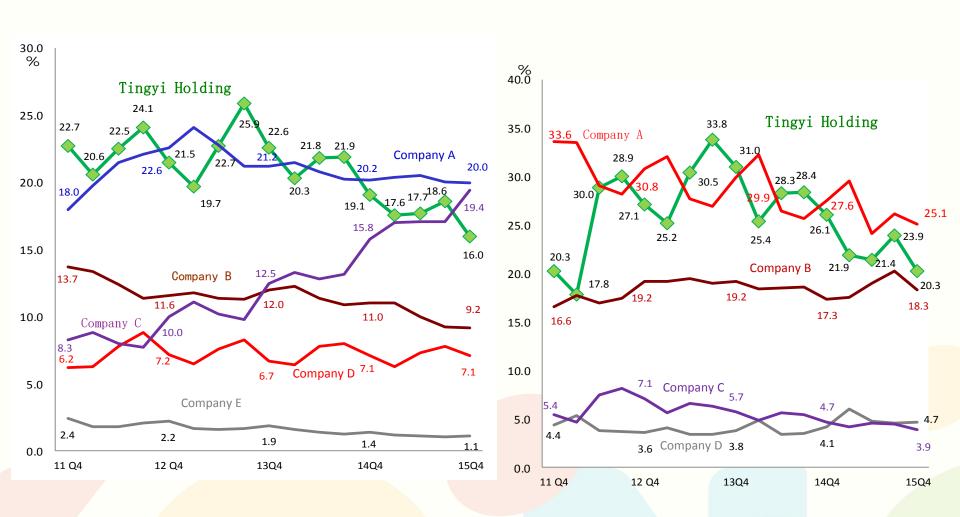
### RTD Tea (no milk tea) Market Share-by Value





#### Bottle Water Market Share-by Volume

# <u>Diluted Juice Drinks (below39% juice content)</u> Market Share-by Volume



## **A) Nation-Wide Distribution Network**

